

Message Text

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71

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /014 W

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R 031659Z JUN 74

FM AMEMBASSY LONDON

TO USDOC WASHDC

INFO SECSTATE WASHDC 0914

UNCLAS LONDON 06905

E.O. 11652: N/A

TAGS: BEXP, UK

SUBJECT: FINAL PAYMENT AUTHORIZATION FOR INDUSTRIAL &
COMMERCIAL SECURITY EQUIPMENT AND APPAREL MANUFACTURING
EQUIPMENT.

REFH USDOC 7935; 5.30.74

1. REFERENCED MESSAGE AUTHORIZED FINAL PAYMENT ON TWO
SUBJECT STUDIES WHICH WERE SUBMITTED ON MARCH 22 BV
INTERPLAN FIRM.

A LETTER FROM INTERPLAN, WHICH CROSSED WITH THE
REFERENCED CABLE, TO THE EMBASSY REGARDING THESE PAV-
MENTS READS IN PART:

" YOU WILL, I KNOW, UNDERSTAND MV RELUCTANCE IN PRESSING
FOR PAYMENT, BUT AT INTEREST RATES FOR SMALL COMPANIES
APPROACHING 20 PER CENT PER ANNUM, IT IS POSSIBLE TO
LOSE THE WHOLE PROFIT ON A TIGHTLY QUOTED ASSIGNMENT
WITH ONLY A MONTH OR TWO'S DELAY. CASH FLOW HAS BECOME
ONE OF THE MAJOR BUSINESS PROBLEMS OF OUR TIME..."

2. THIS PROBLEM OF LATE PAYMENT IS A VERY REAL ONE TO
U.K., AND PRESUMABLY OTHER, MARKET RESEARCH CONTRACT
FIRMS. WE AGAIN RECOMMEND THAT, WHENEVER POSSIBLE, THE
MOST EXPEDITIOUS PAYMENT AUTHORIZATION BE MADE FOR
COMPLETED MARKET RESEARCH EVEN IF A QAP ANALYSIS IS
OUTSTANDING PARTICULARLY WHERE WE HAVE CONFIDENCE IN THE
CONTRACTOR COMPLETING THE WORK BASED ON PAST GOOD
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EXPERIENCE.

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Message Attributes

Automatic Decaptioning: X
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Current Classification: UNCLASSIFIED
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Control Number: n/a
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Draft Date: 03 JUN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Previous Handling Restrictions: n/a
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